

September 27, 2024

CHAIRMAN'S SPEECH

Dear Shareholders,

Good afternoon to all of you.

Welcome to the 34th Annual General Meeting of Time Technoplast Limited. It is a privilege to be here today as the Chairman of this respected multinational company.

In its second year under the leadership of Mr. Bharat Kumar Vageria, co-founder and Managing Director, alongside co-founders and Whole Time Directors Mr. Raghupathy Thyagarajan, Mr. Naveen Kumar Jain, and Mr. Vishal Jain, Non-Executive Director, the company has seen remarkable growth. They have actively propelled the organization forward, dedicated to fulfilling the vision of growth, profitability, and stakeholder value. The market's response to our advancements has been overwhelmingly positive, resulting in a significant surge in interest.

I would also like to extend a warm welcome from the Time Group to our newly inducted Non-Executive and Independent Director, Mr. Pradip Kumar Das, ex-executor Director of IDBI Bank who joined us in May 2024. Additionally, I welcome Mr. Deepak Bakhshi, appointed in August 2024 ex-executive Director of ONGC as an Additional Director designated as Independent Director, whose appointment is subject to the approval of members at this AGM. We look forward to their valuable contributions as we continue to advance our mission.

I am excited to share with our shareholders that the company has achieved a significant milestone, with market capitalization increasing by 280% on the stock exchanges over the past two years, from September 28, 2022, to September 26, 2024.

Furthermore, over the past two years, we have seen a remarkable increase in the number of shareholders. This substantial growth highlights our commitment to excellence and the trust our shareholders place in us as we progress together.

INTRODUCTION

The year 2023-24 posed certain challenges from a geopolitical standpoint. Nonetheless, India's unwavering commitment to growth and the presence of a favorable business environment have solidified its position as one of the fastest-growing economies in the world. As the Indian economy continues to sustain its growth momentum, this year has heralded a pivotal turning point for the Company. We are now poised to expand our portfolio by launching new high-tech ventures focused on advanced and innovative composite cylinders, complementing our existing technology offerings.

Since its inception, Time Technoplast Limited has achieved notable progress, with our journey being nothing short of extraordinary. Our steadfast dedication to excellence, quality, and sustainability has positioned us as a leader in technology-driven polymer products. Furthermore, we are concentrating on expanding our presence in the composite cylinders market for LPG and CNG, which is experiencing significant growth and offers extensive market potential.

ECONOMIC SCENERIO

The World Bank has revised its growth forecast for India's economy to 7 percent for the current financial year (FY25), up from the previous estimate of 6.6 percent. This adjustment reflects anticipated stronger economic performance, supported by key drivers such as private consumption and increased domestic and foreign investment.

COMPANY'S PERFORMANCE

The Company concluded the financial year 2024 on a strong note, achieving its highest ever Revenue and Profit After Tax (PAT). Revenue grew by 17% in FY 2024, reaching Rs. 5,007 crore compared to Rs. 4,293 crores in FY 2023. PAT also increased, rising to Rs. 310 crores in FY 2024 from Rs. 219 crores in FY 2023.

Our growth has been in the Indian market as well as overseas market This is being driven by several significant trends. One key factor is the increasing adoption of polymer products in industrial packaging, as businesses seek to modernize and improve sustainability. In India, there's a notable surge in demand for advanced, multi-layered packaging solutions that enhance both efficiency and safety. Additionally, the rise in exports of chemicals, specialty chemicals, and pharmaceuticals from India has created a strong and ongoing demand for our innovative composite products.

Our Type IV Composite Cylinders for CNG cascades are performing exceptionally well in the market, and within a short time frame, we are witnessing a growing demand for such cylinders, as reflected in our robust order book. As we continue to innovate and expand our offerings, we are well-positioned to capitalize on these market dynamics, further strengthening our leadership in the composite solutions sector. This momentum not only enhances our business prospects but also supports our commitment to sustainability and cutting-edge technology.

For the first quarter ending June 30, 2024, the Company reported total revenue of Rs. 1,230 crore, reflecting a Y-o-Y increase of 14%. EBITDA also demonstrated robust growth, rising 18% Y-o-Y to reach Rs. 175 crore, compared to Rs. 148 crore in Q1 FY2023-24. Notably, Profit After Tax (PAT) experienced its highest Y-o-Y growth of 41% in Q1 FY25, amounting to Rs. 79 crore, up from Rs. 56 crore in Q1 FY24.

BUSINESS OUTLOOK

Our strategic vision for the future encompasses not only robust growth in our existing business but also a commitment to further diversification and international expansion. As we transition into the era of composite cylinder products for LPG, CNG, and hydrogen, we aim to remain at the forefront of technology and innovation.

Time Techno projects a positive outlook, estimating the current CAGR to rise to 15%. This growth will be driven by our ongoing investments in research and development, enabling us to enhance our product offerings and meet the evolving needs of our customers. By embracing new technologies and expanding our global reach, we are well-positioned to capitalize on emerging market opportunities and strengthen our leadership in the composite solutions sector. We will pursue need-based brownfield expansions both in India and internationally.

INDUSTRIAL PACKAGING

Time Techno is committed to delivering the latest and most innovative packaging solutions available to our customers. Our packaging solutions are performing exceptionally well in diverse range of industries, including chemicals, specialty chemicals, paints, pigments, food & beverage and FMCG sectors, demonstrating their effectiveness and reliability. We prioritize regular upgrades and enhancements to our offerings, ensuring improvements in performance, security, quality, and cost-effectiveness. By continuously refining our products, we aim to meet and exceed the expectations of our clients, helping them stay competitive in a rapidly evolving market.

Further Time Techno is also involved in manufacturing a new-age packing product known as-Intermediate Bulk Containers (IBCs) which are designed to perform exceptionally well even in demanding conditions and rough handling situations. They are estimated to cut storage and transportation costs by up to 75% compared to conventional drums. As the world's third-largest manufacturer of IBCs, the Group excels in delivering these cost-effective and efficient storage solutions.

PE PIPES

High-Density Polyethylene (HDPE) pipes are known for their exceptional durability and versatility, effectively handling semi-solid and gaseous effluents while resisting corrosive chemicals. Their lightweight and easy-to-handle design, along with a 100% leak-proof construction, make them superior to traditional materials like Galvanized Iron and Cement. As a result, HDPE pipes are widely used in applications such as water supply, irrigation, sewage management, effluent treatment, desalination, and power plants.

The sector is currently thriving due to significant government initiatives aimed at enhancing infrastructure. As demand for HDPE pipes grows, their flexibility and minimal maintenance requirements make them a cost-effective choice. Furthermore, they contribute to sustainability efforts, helping to reduce carbon footprints in infrastructure projects.

COMPOSITE CYLINDER

I'm pleased to share that our Composite Cylinder business is thriving and expected to grow at the rate of 25-30%. We are consistently supplying Type-IV LPG Composite cylinders to Indian Oil Corporation Limited (IOCL) and exporting to over 48 countries. With a thriving demand, the sales of Type-IV LPG Composite Cylinders have reached Rs. 210 Crores in FY2023-24. Since March 2024, in collaboration with IOCL we have begun composite cylinders distributors meet in several cities of India, to increase awareness of our Composite LPG Cylinder. We aim to cover all the major cities of India by the end of FY25. The Government of India has recommended that petroleum companies gradually transition from metal cylinders to composite cylinders, highlighting their numerous benefits, including lightweight design, corrosion resistance, enhanced safety, high strength, longer lifespan, better insulation, and reduced environmental impact.

In the CNG space, our Type IV Composite Cylinders for CNG Cascades are receiving overwhelming response and within a short span of time our Cylinders have established a good market position which is visible in the strong order book position of over Rs. 250 crores. With the existing enhanced capacity of 480 cascades sold out completely, the Company has undertaken Phase-II expansion plan for increasing the manufacturing capacity by 600 nos. cascades per annum, taking the total manufacturing capacity to be 1080 nos. cascades per annum by end of FY 2024-25. You would be happy to know that among all our products, CNG Cascades have seen the highest Y-o-Y growth of more than 30%. Furthermore, under this Phase-II expansion, the Company plans to utilize the facility to manufacture cylinders both for CNG and Green Hydrogen.

NEW PRODUCTS

I'm excited to announce that Time Techno has become the first company in India to receive approval from the Petroleum and Safety Organization (PESO) for High Pressure Type IV Composite Cylinders designed for Hydrogen. These lightweight and durable cylinders are perfect for efficient storage and transportation, suitable for applications in fuel cell vehicles, industrial uses, refueling stations, storage solutions, aerospace, and remote power generation.

Our dedicated R&D team of 35 experts, each with over 20 years of experience, is committed to advancing composite technology. We recently launched a Type IV Composite Cylinder for CNG with a capacity of 350 liters. As composite materials gain traction in India, we are witnessing a shift from traditional metal products to innovative alternatives such as Type IV composite for water heater, oxygen and fire extinguishers replacing metal ones. These products are increasingly recognized for their superior lightweight characteristics, ease of handling, and, most importantly, enhanced user safety.

SUSTAINABILITY

At Time Technoplast, we are committed to making a positive impact on society and the environment. Our focus on sustainability drives us to reduce our carbon footprint, minimize waste, and enhance product recyclability. Currently, 10% of our energy comes from green sources, with a goal to increase this to 32% by FY 2025, resulting in a projected reduction of 35,000 tonnes of carbon dioxide emissions.

Our Green Energy Phase II Project aims to generate 9 million units of electricity through rooftop solar power by December 2024, reducing CO2 emissions by 8,333 tonnes. Following that, Phase III will generate 12 million units by March 2025, with an expected reduction of 16,000 tonnes. Additionally, Phase I has already produced 10 million units, cutting 10,700 tonnes of CO2 emissions.

Through these initiatives, we are taking significant strides towards a more sustainable future.

DIVIDEND

For the financial year 2023-24, the Board of Directors has proposed a dividend of 200%, amounting to Rs. 2 per equity share, up from last year's 125% (Rs. 1.25 per share), based on a face value of Rs. 1 each. This year's dividend outflow has increased by 60% compared to the previous year. We remain dedicated and consistent in our commitment to enhancing shareholder returns and will continue to focus on maximizing value for our shareholders in the years ahead.

CAPITAL EXPENDITURE

The Capex incurred for FY2023-24 was around **Rs. 181 crore** which included Rs. 77 crores towards established products for brownfield expansion, maintenance, re-engineering and automation and Rs. 104 crore towards Capex for the value-added products.

During the current financial year i.e. 2024-25, the company estimates a Capex of around **Rs. 150-175 crore** towards brownfield expansion, automation and capacity expansion for value added products which includes IBC and composite products.

ACKNOWLEDGEMENT

We owe our achievements to the unwavering support of our shareholders, the commitment of our employees, the strategic leadership of our management team, and the partnership of our banking associates. Your collective efforts not only drive our progress but also shape the future of our organization.

I want to highlight how the collaboration across all levels has fostered a culture of innovation and resilience, enabling us to navigate challenges effectively. Together, we have built a strong foundation that will support our growth and success in the years to come.

Thank you for being a vital part of our journey; we look forward to achieving even greater milestones together.

Thank You.

Sanjaya Kulkarni (Chairman)